

CURRICULUM – VITAE

OMENDRA PAL GANGWAR

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CARRIER OBJECTIVE:

- Looking forward to work in a challenging work environment to give my best & also enhance my skills.

WORK EXPERIENCE: (August 2018 to till date) (Base Location Pilibhit) (Area all UP)

- Currently working with **JCBL LTD.** As an Area Sales Manager (Sales and Marketing).

ACHIEVEMENTS:

1. Appoint one authorized dealer at Obedullaganj District Raisen(M.P.) (Kisan Agro Solutions)
2. Appoint one authorized dealer at Gairatganj District Raisen (M.P.) (Mahima Auto Deals)
3. Appoint one authorized dealer at Bangrasiya District Bhopal (M.P.) (Maa Sharda Agro Solutions)
4. Appoint one authorized distributor at Aonla District Bareilly (Shree Sai Ram Enterprises)
5. Appoint one authorized distributor at Baheri District Bareilly (Kisan Agro Enterprises)
6. Appoint one authorized distributor at Chandausi District Shambhal (R.B. Enterprises)
7. Appoint one authorized distributor at Rae Bareli (Baba Tractors)
8. Appoint one authorized dealer at Badaun (Ahamad Traders)
9. Appoint one authorized dealer at Wazirganj District Badaun)
10. Appoint one authorized dealer at Nawabganj District Bareilly (Gangwar Agro Enterprises)
11. Appoint one authorized dealer at Pilibhit (Kartikya Agriculture Machinery store)
12. Appoint one authorized dealer at Manjhanpur District Kaushambi (Om Tractors)
13. Appoint one authorized dealer at Gauriganj District (Rajput Tractors)
14. Appoint one authorized dealer at Faridpur District Bareilly (Kanha Tractors)

WORK EXPERIENCE: (September 2014 to June 2018)

Worked with own Business M/S Maa Vaishno Tractors authorized dealer (International Tractors Limited) (Sonalika Tractors) at Obedullaganj District Raisen Madhya Pradesh

WORK EXPERIENCE: (August 2010 to July 2014)

- Worked with International Tractors Ltd. as a Field Officer (Sales and Marketing).

JOB RESPONSIBILITIES:

- Generation of sales and collection of dues in the assigned territory and undertake developmental processes to support long-term sales growth.
- Generating the enquiries from markets by meeting continuously with the prospective customers
- Organizing promotional campaigns for our products and looking for their smooth functioning.
- Involved in negotiations.
- Appointed the sub agents for sales & keep doing the follow-ups
- Ensure availability of trained manpower in adequate quantity at dealerships.
- Maintain Dealer funding & ensure collection of dues as per the targets including liaisoning with financiers to get the funds on time.

- Motivates sales & service team.

ACHIEVEMENTS:

- Promote newly launched special schemes tractors like di-60 MM and RX-60 SUPER
- Develop sales units like Beri, Matanahi in Jhajjar.
- Appoint 1 authorized service center at Jhajjar.

WORK EXPERIENCE: (Jan 2007 – July 2010)

- Worked with **United Granite & Stone Crusher Pvt. Ltd.** as a Plant Assistant Manager (Sales and Production).

JOB RESPONSIBILITIES

- Motivates sales & plant team
- Appointed the sub agents for sales & keep doing the follow-ups
- Assigned the responsibility of outstanding follow-ups & collection.

STRENGTH:

- My strength is my good customer relationship & gives 100% to my good convincing power & technical knowledge.

ACEDMIC QUALIFICATION

- B.Com from M.J.P.Rohilkhand University, Bareilly in 2004
- MBA from IIBM Institute of Business Management, Meerut in 2015

EXTRA CURRICULAR ACTIVITIES

- 6-Months course of Financial Accounting , Tally 7.2, MS Word, MS Excel, and Internet from MPWS Computers Bareilly

LANGUAGES KNOWN

- Hindi, English

PERSONAL DETAILS

Father's Name	:	Dod Raj Gangwar
Date of Birth	:	7 th July 1984
Nationality	:	Indian
Marital Status	:	Married

Place:- Bareilly

(Omendra Pal Gangwar)